

REQUEST FOR QUOTE & QUALIFICATION		LSU	BID DUE DATE AND TIME		
BOARD OF SUPERVISORS OF LOUISIANA STATE UNIVERSITY AND AGRICULTURAL & MECHANICAL COLLEGE			05/17/2021 02:00 PM CT		
SOLICITATION RFQ-0000001353 SUPPLIER # SUPPLIER NAME AND ADDRESS <div style="border: 1px solid black; height: 100px; width: 350px; margin-top: 10px;"></div>			RETURN BID TO Louisiana State University and Agricultural and Mechanical College Procurement 213 Thomas Boyd Hall Baton Rouge, LA 70803 Buyer Alexandra Torres Huber Buyer Phone +1 (225) 578-9398 Buyer Email atorre6@lsu.edu Issue Date 04/14/2021		
TITLE: LSU ATHLETICS- CUSTODIAL SERVICES					
Addendum 01: Notice is given to all parties that this Solicitation is amended by the University as stated herein. This Addendum is hereby made an official part of this Solicitation. See attached for supplier inquiries and responses.					
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Solicitation Number 0000001353
Addendum 01

Q1) Seating capacity - Tiger Stadium and Alex Box Stadium – only areas custodial vendor is responsible for cleaning Post Game.

A1) Tiger Stadium- approximately 88,000 seats. The figure in the solicitation represented the total including the Suites and Clubs which are not included in this contract.

Alex Box approximately 9,500 seats

Q2) How has the trash historically been removed from each venue and taken to the designated dumpster location during an event? If possible, please share best practices for each venue.

A2) For each venue, a combination of trash push carts and Toro dump truck golf carts (equipment not provided by Athletics) have been used to pushed to designated dumpster locations either within the facility or outside of it. Most exterior dumpster locations are immediately outside the venue, whereas, football games do have some dumpsters that can be up to a ¼ mile away from the venue.

Q3) What type of water source hook-up is available for washing down Tiger and Alex Box Stadiums? Regular water hose, fire hose? Is vendor responsible for providing all hoses?

A3) LSU has regular water hook up connections. The supplier must provide hoses, pressure washers, etc., utilized to complete this work at any venue.

Q4) Is there a pre-season cleaning that takes place at Tiger or Alex Box Stadiums? If so is that priced by the hour at time of request or does it need to be built into the 7 game season costs?

A4) At this time pre-season cleanings at Tiger Stadium and Alex Box are not included. Should Athletics elect to utilize the supplier for this, it will be charged at the hourly rate.

Q5) Are the Systems/software for the Retail Checkin to be provided and administered by LSU or the vendor?

A5) This is provided and conducted by LSU.

Q6) Can you give us an idea of how long the Redtail check in process has taken in the past? Would like to be able to estimate an arrival time for employees so they can get through that and be ready to go at the 5-hour mark.

A6) This is dependent on the game opponent and game time. Athletics will help coordinate this with the supplier once game times are announced, typically a week or two in advance of the game. This can take as little as 15 minutes to sometimes up to an hour. Employees do have the option to do a pre-screening on Friday to assist with part of the process but you still have to wait in the line on Saturday. During the week of games Athletics has check in times for other suppliers working in the stadium; those times can be provided to the supplier to try and avoid heavier traffic times in this check-in.

Q7) Are there going to be any open top dumpsters provided for trash removal following football games? Or are the compactors on site the only place to remove trash to?

A7) Athletics have 3 trash and 1 recycle 30-yard dumpsters at our Physical Plant that can be used following football games in addition to the compactors.

Q8) Can you give us an estimate of how many hours before kick off the early crews will need to arrive with the Athletics representative?

A8) As early as 12 hours prior to kickoff but again is dependent on game time and opponent. Athletics will help coordinate this with the Supplier once game times are announced, typically a week or two in advance of the game.

Q9) What is the current contract amount for a single game cleaning at Tiger Stadium, Alex Box and PMAC?

A9) Tiger Stadium

- Gameday- \$17,853.26
- Post Gameday/Game Prep-\$8,439.72

Alex Box

- \$3,616

PMAC

- \$2,366.36 (if whole arena is used)

Q10) Please send a list of all companies who attended the mandatory pre-proposal conference.

A10) See Exhibit 1: Sign-in Sheets.

Q11) Who is the current custodial services provider for LSU Athletics?

A11) Can Do Enterprises, LLC

Q12) How long has the current custodial services contract been in place?

A12) The current contract has been in place since August 31, 2016.

Q13) Is the scope of the work for the current custodial services contract similar to the scope of work outlined in RFQ-0000001353?

A13) Yes, it is similar.

Q14) What is the annual spend for the current custodial services contract?

A14) The annual spend for 2018-2019 was \$1,128,692.47. This was the last full year before Covid which gives a more accurate annual spend for this contract.

Q15) Please provide a copy of the financial sheet for the current custodial services contract including Item, Venue, Description, QTY, Unit, and Ext Cost for all years.

A15) See Exhibit 3: Can Do Enterprises, LLC. Price Sheet.

Q16) Please provide a copy of the awarded and executed contract for the current custodial services contract that is in place today.

A16) There is no formal contract. A PO was issued with terms and conditions associated with the previous solicitation.

Q17) how much is the current contract to clean tiger stadium?

A17) Gameday- \$17,853.26
Post Gameday/Game Prep-\$8,439.72

Q18) how much is the current contract to clean Alex box stadium?

A18) \$3,616

Q19) how much is the current contract to clean the Pete Marvich center?

A19) \$2,366.36 (if whole arena is used)

Q20) Are the supplier responsible for cleaning the concourse at tiger stadium?

A20) Yes

Q21) Are the suppliers responsible for cleaning the concourse at Alex box stadium?

A21) Yes

Q22) Are the suppliers responsible for cleaning the concourse at the Pete Marvich center?

A22) Yes

Q23) Are the suppliers responsible for cleaning the dug outs at Alex box stadium?

A23) For post clean, trash removal is required.

Q24) Are the suppliers responsible for cleaning the restrooms in the dug outs at Alex box stadium?

A24) No

Q25) How many men and women restrooms are there in tiger stadium that the suppliers will be responsible for cleaning?

A25) Replace restroom count in Section 2.2.1 with 29 Men's, 37 Women's, 2 Family, 10 First Aids and 1 Trauma Room.

Q26) How many men and women restrooms are there in the Pete Maravich center that the suppliers will be responsible for cleaning?

A26) 7 Men's, 8 Women's and 2 Family

Q27) Will the University supply all toilet paper, paper towels, hand soap, hand sanitizers and chemicals to clean and restock the restrooms?

A27) Athletics supply expendable supplies, i.e. toilet paper, paper towels, soap, sanitizers, trash liners, etc. Athletics does not supply the chemicals to clean all requested items. As per the solicitation, chemicals will be reviewed by Athletics and Supplier.

Q28) is this a all or nothing bid?

A28) Yes

Q29) can a supplier bid on 1 or 2 of the bids or do the supplier have to bid on all three?

A29) The RFQQ will be awarded on an all-or-none basis to a single Respondent.

Q30) 2.2.2 Can you clarify that you want all glass and stainless steel cleaned ON game day. My thought is that would in most instances be cleaned on a preclean. I see no mention of a preseason preclean on any venues. Is it our understanding that someone else will be doing this portion?

A30) At this time preseason cleans are not a part of the solicitation. Should Athletics elect to use the Supplier for a pre-clean, the hourly rate will be utilized. Stainless steel and glass are required to be cleaned and ready on gameday.

Q31) 2.2.3 Are you wanting ALL seats to be comprehensively wiped on Game Day? or just spots as needed.

A31) Tiger Stadium seats are not expected to be wiped down on gameday, however, if residue or debris from the supplier's clean up occurs on the seats, it is the supplier's responsibility to correct this. For further clarification, Alex Box seats shall be to be wiped down on gameday.

Q32) 2.2.5 Can you articulate why we would blow the seats ON Game Day? Would that not be on post clean section. (MY THOUGHT IS THAT THIS IS POST GAME, AND IT IS PLACED IN THIS SECTION BY ERROR)

A32) Blowing of seats does not occur on gameday. This is done during the post-game clean. Seating area can be requested to be pan and broomed on a gameday.

Q33) 2.3.1 What is meant by "minimum of a five-hour window"?

A33) Employees are to be through the redtail process, assigned their areas, provided equipment needed and ready to work 5 hours prior to scheduled report time.

Q34) 2.3.1 What is the report time before pitch?

A34) 5 hours prior to first pitch.

Q35) 2.3.1 How are double headers handled?

A35) Stadium cleared, bulk pick stands and bleachers, restock and clean bathrooms as needed, pan and broom.

Q36) 2.3.1 how is compensation adjusted for long inning games etc.

A36) There is no adjustment in compensation.

Q37) 2.5.1. Is capacity of usage based on attendance or geographic area?

A37) Capacity of usage will be based on capacity of venue used. This is only for special event scenarios and will be determined by Athletics pending on the event/attendance.

Q38) 2.5.1 Will smaller % events be sectioned off/closed?

A38) When applicable, yes.

Q39) Hourly rates: Are you agreeable to an alternate rate for pressure washer usage?

A39) No

Q40) Please define geographic boundaries of service for each venue. ie to curb, to gate, to door etc. This appears vague in the description.

A40) Tiger Stadium- to the curb line on the West, North and South sides of the venue and to the campus building line along the east side.

PMAC- To the curb on the South, to the fence line along the track on the West, and to the curb line of the campus building on the east. North is not required.

Alex Box- to the curb line entirely around the facility.

Q41) It was stated in walkthrough that trash cans outside Alex box are part of the RFP. Can you confirm?

A41) Yes

Q42) Please provide copies of the walkthrough signing sheet.

A42) See Exhibit: 1 Sign-in Sheet.

Q43) I would like to request the pervious contract awarded amount for Solicitation RFQ-0000001353 LSU ATHLETICS CUSTODIAL SERVICES and the winning bidder name. I also would like to request a copy of the bid tab and a copy of Attachment G Financial sheet from the winning bid. If you have any questions please let me know

A43) The current contract holder is Can Do Enterprises, LLC. See Exhibit 2: Bid Tabulation & Exhibit 3: Can Do Enterprises, LLC. Price Sheet. The original contract award amount was \$873,880.59.

Q44) Can you tell me the current bid on the contract that is currently place or is this a new requirement? For the above named contract for Lsu athletics

A44) See Exhibit 2: Bid Tabulation which includes pricing for current contract holder.

Q45) I am requesting the present contractor, unit price & annual contract of service for The LSU Athletic Departments.

A45) Can Do Enterprises, LLC is the current supplier. See Exhibit 3: Can Do Enterprises, LLC. Price Sheet. The annual spend for 2018-2019 was \$1,128,692.47. This was the last full year before Covid which gives a more accurate annual spend for this contract.

Q46) I would like to have the current prices for solicitation RFQ

A46) See Exhibit 3: Can Do Enterprises, LLC. Price Sheet.

Q47) Would it be possible to get an exception to the proof of cleaning restrictions because of our past and current experience with LSU and our current contract with Athletics for floor care?

A47) Minimum requirements remain unchanged.

Exhibit 1 Sign-in Sheet












Mandatory Pre-Proposal Conference
10 AM, Wednesday, April 28, 2021
Project Name: RFQ/Solicitation 0000001353 – LSU Athletics – Custodial Services

Name	Company Name	Telephone	Email
<u>Al Hilton</u>	<u>KBS</u>	<u>504-835-5551</u>	<u>AlHilton@KBS-Services.com</u>
<u>Alfred Bell</u>	<u>Bell's Janitorial, LLC</u>	<u>225-288-0107</u>	<u>alfredbell71@yahoo.com</u>
<u>Damond Matthews</u>	<u>ARE National Management Services, LLC</u>	<u>(225) 900-1498</u>	<u>damondmatthews@axenations.com</u>
<u>Chris McCull</u>	<u>Service Master</u>	<u>901-870-0329</u>	<u>cmccall@smbystratos.com</u>
<u>Jason Kunkle</u>	<u>Service Master</u>	<u>225-270-8514</u>	<u>jason@servicemasterofthesouth.com</u>
<u>Kevin Talsen</u>	<u>HES-WFL</u>	<u>318-331-8299</u>	<u>ktalsen@wffservices.com</u>
<u>Nessa Kulasen</u>	<u>Advanced Office Care</u>	<u>225-751-7388</u>	<u>nessa@aoa.com</u>
<u>Shirley Dedrick</u>	<u>SB Legends By Tomorrow</u>	<u>225-999-4178</u>	<u>Sbullitts@legendsup.com</u>
<u>Austin Gurr</u>	<u>SDM Associates</u>	<u>205-319-2913</u>	<u>agurr@jmc-vet.com</u>
<u>Oran James</u>	<u>OOK Janitorial</u>	<u>225-663-0159</u>	<u>ookjanitorial@ymail.com</u>
<u>Nelson B. Bibbs</u>	<u>Nelson B. Restoring</u>	<u>225-888-3974</u>	<u>Nelson@nelsonbrestoring.com</u>
<u>Damond Matthews</u>	<u>ARE National</u>	<u>225-900-1498</u>	<u>info@axenations.com</u>

Nelson B. Peterson
10:24 AM 4/28/21

Exhibit 1 Sign-in Sheet

Mandatory Pre-Proposal Conference
10 AM, Wednesday, April 28, 2021
Project Name: RFQQ/Solicitation 0000001353 – LSU Athletics – Custodial Services

Name	Company Name	Telephone	Email
Erik Renta 	American Service Inc.	678-473-0940	erenta2@asiclean.com
Dave Griener 	American Service Inc.	678-643-7144	dgriener@asiclean.com
Michael Roman 	ASBN	504-381-6970	alrrom@romano@aol.com
Sammy Jr. 	Taham Inc.	504-381-8583	Sam@shcleaningsolutions.com
Al Herbert 	Eamon Enterprises LLC d.b.a. Jani-King of Louisiana	504-224-6717	alherbert@janikingsec.com
William Burnett 	C. DO Enterprises	433-741-3843	willburnett@cardoclean.com
Louis Shropshire 	Can Do Ent.	513-257-6937	canbuisdo@gmail.com
Michael Kline 	SET Services	225-772-3113	michael@sejservices.com
Lawrence Joseph 	Professional Top Notch Cleaning	225-397-5234	lawrence.joseph4747@yahoo.co
Paul Estes 	Alamak	267-257-9856	estes-paul@alamak.com
Meissa Whitman 	Taham Inc.	818-731-6056	meissa.sire@gmail.com


15.10

Exhibit 2

Bid Tabulation for Solicitation 000000009

<u>Bidder</u>	<u>Total Cost</u>	
Damien	\$ 303,072.00	rejected
OOK	\$ 610,335.00	rejected
Can Do	\$ 873,880.59	awarded
Jani King	\$ 909,862.95	
SG Contracting	\$ 1,366,883.80	

Exhibit 3 Can Do Enterprises, LLC Price Sheet

Can Do

VENUE	ITEM	DESCRIPTION	QTY	UNIT	UNIT COST	EXTENDED COST	ATHLETICS
PMAC	1	Attendants to cover all restrooms, seating areas, concourse	18	HR	\$ 35.00	\$ 630.00	\$ 389.52
PMAC	2	Outside area - main entrances, ramps and sidewalks.	15	EA	\$ 51.94	\$ 779.10	\$ 779.10
PMAC	3	Area pick-up - upper level seating area (44 sections), price p	5	EA	\$ 35.71	\$ 178.55	\$ 178.55
PMAC	4	Area pick-up - middle level seating area (28 sections), price	5	EA	\$ 33.54	\$ 167.70	\$ 167.70
PMAC	5	Area pick-up - lower level seating area (28 sections), price p	5	EA	\$ 22.72	\$ 113.60	\$ 113.60
PMAC	6	One-fourth (1/4) concourse, price per section.	30	EA	\$ 117.93	\$ 3,537.90	\$ 3,537.90
PMAC	7	Full concourse and restroom.	10	EA	\$ 432.81	\$ 4,328.10	\$ 4,328.10
PMAC	8	Upper level seating area - per section (aisle to aisle, inclusiv	50	EA	\$ 48.69	\$ 2,434.50	\$ 2,434.50
PMAC	9	Upper level seating area.	5	EA	\$ 1,271.37	\$ 6,356.85	\$ 6,356.85
PMAC	10	Middle level seating area - portal area. Price per portal.	50	EA	\$ 16.23	\$ 811.50	\$ 811.50
PMAC	11	Middle level seating area - transverse per section.	50	EA	\$ 10.80	\$ 540.00	\$ 540.00
PMAC	12	Middle level seating area - per section(aisle to aisle, inclusiv	50	EA	\$ 36.79	\$ 1,839.50	\$ 1,839.50
PMAC	13	Middle level seating area.	10	EA	\$ 811.50	\$ 8,115.00	\$ 8,115.00
PMAC	14	Lower level seating area - per section (aisle to aisle, inclusiv	455	EA	\$ 30.30	\$ 13,786.50	\$ 13,786.50
PMAC	15	Lower level seating area.	15	EA	\$ 432.81	\$ 6,492.15	\$ 6,492.15
PMAC	16	Ground level - dressing room area.	10	EA	\$ 27.05	\$ 270.50	\$ 270.50
PMAC	17	Ground level - individual corridors with restrooms.	30	EA	\$ 43.28	\$ 1,298.40	\$ 1,298.40
PMAC	18	Ground level corridors including restrooms/dressing rooms.	50	EA	\$ 140.66	\$ 7,033.00	\$ 7,033.00
PMAC	19	Arena floor with platform seating in place.	35	EA	\$ 189.35	\$ 6,627.25	\$ 6,627.25
PMAC	20	Arena floor with platform seating retracted.	40	EA	\$ 292.14	\$ 11,685.60	\$ 11,685.60
PMAC	21	Full arena clean-up to include: Full concourse & restrooms,	85	EA	\$ 2,366.36	\$ 201,140.60	\$ 201,140.60
Alex Box	22	Annual Post-Season Cleaning at Alex Box, per the attached s	1	EA	\$ 3,895.25	\$ 3,895.25	\$ 3,895.25
Alex Box	23	Custodial Services, Cleaning of Alex Box Grandstands, Restro	35	EA	\$ 3,616.00	\$ 126,560.00	\$ 126,560.00
Alex Box	24	Annual Pre-Season Cleaning at Alex Box, per the attached sg	1	EA	\$ 4,544.00	\$ 4,544.00	\$ 4,544.00
Tiger Stadium	25	Blowing of all Seating Areas at Tiger Stadium, IF REQUESTED	8	EA	\$ 9,846.00	\$ 78,768.00	\$ 78,768.00
Tiger Stadium	26	Picking of all Seating Areas at Tiger Stadium, IF REQUESTED	8	EA	\$ 7,790.00	\$ 62,320.00	\$ 62,320.00
Tiger Stadium	27	Fan Fest Event Day Three Post Cleaning for Bayou Country S	1	EA	\$ 541.00	\$ 541.00	\$ 541.00
Tiger Stadium	28	Fan Fest Event Day One & Two Post Cleaning for Bayou Cou	1	EA	\$ 1,082.02	\$ 1,082.02	\$ 1,082.02
Tiger Stadium	29	Fan Fest Event Day One, Two, & Three Cleaning for Bayou C	1	EA	\$ 4,869.07	\$ 4,869.07	\$ 4,869.07
Tiger Stadium	30	Post Event Day Three Cleaning for Bayou Country Superfest	1	EA	\$ 10,820.16	\$ 10,820.16	\$ 10,820.16
Tiger Stadium	31	Post Event Day One & Two Cleaning for Bayou Country Supe	1	EA	\$ 11,902.18	\$ 11,902.18	\$ 23,804.36
Tiger Stadium	32	Event Day One, Two, & Three Cleaning for Bayou Country Su	1	EA	\$ 34,624.51	\$ 34,624.51	\$ 34,624.51

Exhibit 3
Can Do Enterprises, LLC Price Sheet

Tiger Stadium	33	Pre-Cleaning for Bayou Country Superfest at Tiger Stadium;	1	EA	\$ 8,656.13	\$	8,656.13	\$	8,656.13
Tiger Stadium	34	Post Clean for Spring Game at Tiger Stadium; IF REQUESTED	1	EA	\$ 8,656.13	\$	8,656.13	\$	8,656.13
Tiger Stadium	35	Pre-Cleaning for Spring Game at Tiger Stadium; IF REQUESTED	1	EA	\$ 4,328.00	\$	4,328.00	\$	4,328.00
Tiger Stadium	36	Post Gameday/Game Prep Cleaning at Tiger Stadium, per th	8	EA	\$ 8,439.72	\$	67,517.76	\$	67,517.76
Tiger Stadium	37	Gameday Cleaning at Tiger Stadium, per the attached specifi	8	EA	\$ 17,853.26	\$	142,826.08	\$	142,826.08
Tiger Stadium	38	Annual Pre-Season Cleaning at Tiger Stadium, per the attach	1	EA	\$ 23,804.00	\$	23,804.00	\$	23,804.00
						\$	873,880.59	\$	885,542.29